

# EXHIBIT B

**Exhibit B**  
**Key to Agreement Versions**

<b>Abbreviation</b>	<b>Description</b>	<b>Declaration of C. Randall (Docket Nos. 438-441 Exhibit No.)</b>
96A	Employment Agreement for Sales, Service and Marketing Personnel Based in States Other Than Ohio, California, Georgia and Texas [Policy #C-105, 12/96, Agreement #6]	2
96B	Employment Agreement For Sales, Service and Marketing Personnel Based in California, Georgia or Texas [Policy #C-105, 12/96, Agreement #7]	3
96C	Employment Agreement For Ohio-Based Sales, Service and Marketing Personnel [Policy #C-105, 12/96, Agreement #5]	4
96D	Employment Agreement For, Officers, Executives, General/Branch Managers, Professionals and Key Managers [Policy #C-105, 12/96, Agreement #1]	5
96E	Employment Agreement For Other Employees [Policy #C-105, 12/96, Agreement #8]	6
96F	Employment Agreement For Plant and Officer Managers, Supervisors and Engineers Based in States Other Than Ohio, California, Georgia and Texas [Policy #C-105, 12/96, Agreement #3]	7
FAS-A	Employment Agreement For Sales, Service and Marketing Personnel Employed at a Facility Formerly Operated By First Aid Plus, Inc. [2/97-C]	8
FAS-B	Employment Agreement For First Aid and Safety Division Sales and Sales Service Representatives Based in States Other Than Ohio, California, Georgia And Texas [3/98, Agreement #6 FAS]	9
FAS-C	Employment Agreement For First Aid and Safety Division Sales, Service and Marketing Personnel Based in States Other Than Ohio, California, Georgia and Texas [11/98, Agreement #6 FAS]	10
99A	Employment Agreement For Sales, Service and Marketing Personnel Based in States Other Than California, Georgia and Texas [Corporate Policy #C-105, Exhibit E, 6/99, Agreement #4]	11
99B	Employment Agreement For Sales, Service and Marketing Personnel Based in California, Georgia or Texas [Corporate Policy #C-105, Exhibit F, 6/99, Agreement #5]	12

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99C	Employment Agreement For Other Confidential Employees [Corporate Policy #C-105, Exhibit G, 6/99, Agreement #6]	13
99D	Employment Agreement For Plant Managers, Office Managers, Supervisors and Engineers Based in California, Georgia or Texas [Corporate Policy #C-105, Exhibit D, 6/99, Agreement #3]	14
99E	Employment Agreement For Plant Managers, Office Managers, Supervisors and Engineers Based in States Other Than California, Georgia or Texas [Corporate Policy #C-105, Exhibit C, 6/99, Agreement #2]	15
00A	Employment Agreement For Sales, Service and Marketing Personnel Based in States Other Than California, Georgia and Texas [Corporate Policy #C-105, Exhibit E, 10/00, Agreement #4]	16
01A	Employment Agreement For Sales, Service and Marketing Personnel Based in States Other Than California, Georgia and Texas [Corporate Policy #C-105, Exhibit E, Revised August 16, 2001, Agreement #4]	17
01B	Employment Agreement For Sales, Service and Marketing Personnel Based in California, Georgia and Texas [Corporate Policy #C-105, Exhibit F, Revised August 16, 2001, Agreement #5]	18
01C	Employment Agreement For Plant Managers, Office Managers, Supervisors and Engineers Based in States Other Than California, Georgia and Texas [Corporate Policy #C-105, Exhibit C, Revised August 16, 2001, Agreement #2]	19
Feb-01	Employment Agreement For Sales, Service and Marketing Personnel Based in States Other Than California, Georgia and Texas [Corporate Policy #C-105, Exhibit E, 2/01, Agreement #4]	20
02A	Employment Agreement For Sales, Service and Marketing Personnel Based in States Other Than California, Colorado, Georgia, Louisiana, Nebraska, Oklahoma and Texas [Corporate Policy #C-105, Exhibit E, Revised June 12, 2002, Agreement #5]	21
02B	Employment Agreement For Sales, Service and Marketing Personnel Based in California, Colorado or Georgia [Corporate Policy #C-105, Exhibit G, Revised June 12, 2002, Agreement #7]	22
02C	Employment Agreement For Personnel Based in Texas [Corporate Policy #C-105, Exhibit F, Revised June 12, 2002, Agreement #6]	23

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02D	Employment Agreement For Personnel Based in Louisiana [Corporate Policy #C-105, Exhibit H, Revised June 12, 2002, Agreement #8]	24
02F	Employment Agreement For Personnel Based in Oklahoma [Corporate Policy #C-105, Exhibit J, Revised June 12, 2002, Agreement #10]	25
02G	Employment Agreement For Other Confidential Employees Carlos T. Mendoza, Dated September 5, 2003 [Corporate Policy #C-105, Exhibit K, Revised May 15, 2003, Agreement #11]	26
02H	Employment Agreement For Plant Managers, Office Managers, Supervisors and Engineers Based in States Other Than California, Colorado, Georgia, Louisiana, Nebraska, Oklahoma and Texas [Corporate Policy #C-105, Exhibit B, Revised June 12, 2002, Agreement #2]	27
03A	Employment Agreement For Sales, Service and Marketing Personnel Based in States Other Than California, Colorado, Georgia, Louisiana, Nebraska, Oklahoma and Texas [Corporate Policy #C-105, Exhibit E, Revised May 15, 2003, Agreement #5]	28
03B	Employment Agreement For Sales, Service and Marketing Personnel Based in California, Colorado or Georgia [Corporate Policy #C-105, Exhibit G, Revised May 15, 2003, Agreement #7]	29
03C	Employment Agreement For Personnel Based in Texas [Corporate Policy #C-105, Exhibit F, Revised June 12, 2002, Agreement #6]	30
03D	Employment Agreement For Personnel Based in Louisiana [Corporate Policy #C-105, Exhibit H, Revised May 15, 2003, Agreement #8]	31
03H	Employment Agreement For Other Confidential Employees [Corporate Policy #C-105, Exhibit K, Revised May 15, 2003, Agreement #11]	32
03I	Employment Agreement For Plant Managers, Office Managers, Supervisors and Engineers Based in States Other Than California, Colorado, Georgia, Louisiana, Nebraska, Oklahoma and Texas [Corporate Policy #C-105, Exhibit B, Revised May 15, 2003, Agreement #2]	33
03TX – Plant Managers Agreement	Employment Agreement For Texas Employment Agreement for Plant Managers, Office Managers, Supervisors and Engineers [Corporate Policy #C-105, Exhibit B-TX, Agreement #2, Revised December 23, 2003]	34



Abbreviation	Description	Declaration of C. Randall (Docket Nos. 438-441 Exhibit No.
03AL – Conf.	Employment Agreement For Alabama Employment Agreement for Confidential Employees [Corporate Policy #C-105, Exhibit D-AL, Agreement #4, Revised December 23, 2003]	35
03CA – Conf.	Employment Agreement For California Employment Agreement for Confidential Employees [Corporate Policy #C-105, Exhibit D-CA, Agreement #4, Revised December 23, 2003]	36
03LA – Conf.	Employment Agreement For Louisiana Employment Agreement For Confidential Employees [Corporate Policy #C-105, Exhibit D-LA, Agreement #4, Revised December 23, 2003]	37
03AL	Employment Agreement For Alabama Employment Agreement For Sales, Service and Marketing Personnel Employees [Corporate Policy #C-105, Exhibit C-AL, Agreement #3, Revised December 23, 2003]	38
03AZ	Employment Agreement For Arizona Employment Agreement For Sales, Service and Marketing Personnel Employees [Corporate Policy #C-105, Exhibit C-AZ, Agreement #3, Revised December 23, 2003]	39
03CA	Employment Agreement For California Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-CA, Agreement #3, Revised December 23, 2003]	40
03CO	Employment Agreement For Colorado Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-CO, Agreement #3, Revised December 23, 2003]	41
03CT	Employment Agreement For Connecticut Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-CT, Agreement #3, Revised December 23, 2003]	42
03DE	Employment Agreement For Delaware Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-DE, Agreement #3, Revised December 23, 2003]	43
03FL	Employment Agreement For Florida Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-FL, Agreement #3, Revised December 23, 2003]	44
03GA	Employment Agreement For Georgia Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy	45

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	#C-105, Exhibit C-GA, Agreement #3, Revised December 23, 2003]	
03ID	Employment Agreement For Idaho Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-ID, Agreement #3, Revised December 23, 2003]	46
03IL	Employment Agreement For Illinois Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-IL, Agreement #3, Revised December 23, 2003]	47
03IN	Employment Agreement For Indiana Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-IN, Agreement #3, Revised December 23, 2003]	48
03KS	Employment Agreement For Kansas Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-KS, Agreement #3, Revised December 23, 2003]	49
03KY	Employment Agreement For Kentucky Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-KY, Agreement #3, Revised December 23, 2003]	50
03LA	Employment Agreement For Louisiana Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-LA, Agreement #3, Revised December 23, 2003]	51
03MD	Employment Agreement For Maryland Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-MD, Agreement #3, Revised December 23, 2003]	52
03MA	Employment Agreement For Massachusetts Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-MA, Agreement #3, Revised December 23, 2003]	53
03MI	Employment Agreement For Michigan Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-MI, Agreement #3, Revised December 23, 2003]	54
03MN	Employment Agreement For Minnesota Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-MN, Agreement #3, Revised December 23, 2003]	55

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03MS	Employment Agreement For Mississippi Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-MS, Agreement #3, Revised December 23, 2003]	56
03MO	Employment Agreement For Missouri Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-MO, Agreement #3, Revised December 23, 2003]	57
03NC	Employment Agreement For North Carolina Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-NC, Agreement #3, Revised December 23, 2003]	58
03NJ	Employment Agreement For New Jersey Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-NJ, Agreement #3, Revised December 23, 2003]	59
03NV	Employment Agreement For Nevada Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-NV, Agreement #3, Revised December 23, 2003]	60
03NY	Employment Agreement For New York Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-NY, Agreement #3, Revised December 23, 2003]	61
	Employment Agreement For Ohio Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-OH, Agreement #3, Revised December 23, 2003]	62
03OK	Employment Agreement For Oklahoma Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-OK, Agreement #3, Revised December 23, 2003]	63
03OR	Employment Agreement For Oregon Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-OR, Agreement #3, Revised December 23, 2003]	64
03PA	Employment Agreement For Pennsylvania Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-PA, Agreement #3, Revised December 23, 2003]	65
03RI	Employment Agreement For Rhode Island Employment Agreement For Sales, Service and Marketing Personnel	66



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	[Corporate Policy #C-105, Exhibit C-RI, Agreement #3, Revised December 23, 2003]	
03SC	Employment Agreement For South Carolina Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-SC, Agreement #3, Revised December 23, 2003]	67
03TX	Employment Agreement For Texas Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-TX, Agreement #3, Revised December 23, 2003]	68
03UT	Employment Agreement For Utah Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-UT, Agreement #3, Revised December 23, 2003]	69
	Employment Agreement For Virginia Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-VA, Agreement #3, Revised December 23, 2003]	70
	Employment Agreement For Washington Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-WA, Agreement #3, Revised December 23, 2003]	71
	Employment Agreement For Wisconsin Employment Agreement For Sales, Service and Marketing Personnel [Corporate Policy #C-105, Exhibit C-WI, Agreement #3, Revised December 23, 2003]	72